

EXHIBIT 536

SUPPLEMENT TO

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TOP DEALERSHIP GROUPS

The largest auto retail groups based in the United States, ranked by unit sales of new vehicles in 2018



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You ignite the industry's collective success and continue to drive us forward.

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Cox Automotive

Buy-sells changed market, boosted sales

Jackie Charniga
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Dealer Rob Cochran is bullish about the dealership business. So bullish, in fact, that Cochran increased his store count by three in 2018, contributing to #1 Cochran Automotive climbing the most rungs on *Automotive News'* annual list of the top 150 dealership groups based in the U.S.

#1 Cochran, of Monroeville, Pa., vaulted 22 spots up the list, which ranks dealership groups by new-vehicle retail sales. The Pittsburgh-area retailer increased new-vehicle sales by 31 percent last year, or nearly 3,300 additional vehicles. Acquisitions were key; the company purchased two Nissan stores in April and a Toyota store in July.

"Our footprint in the market that is important to us — western Pennsylvania — is more mature now than 12 or 18 months ago," Cochran told *Automotive News*. "I expect there will be more consolidation in the dealer ranks, but ultimately, the people who win are the ones that can best take care of the customers and win loyalty."

An active year

In an active buy-sell year, many retailers moved up or down the list. Among the top 10, two pairs of retailers swapped places.

Lithia Motors Inc. unseated Group 1 Automotive Inc. to gain the No. 3 spot. Lithia retailed 184,601 new vehicles last year, up 10 percent. Sales for Group 1 dipped 1 percent to 170,517 new vehicles.

Ken Garff Automotive Group and Larry H. Miller Dealerships also switched, with Larry H. Miller improving to No. 8 and Ken Garff dropping to No. 9. Larry H. Miller retailed 68,548 new vehicles in 2018, down a fraction of a percentage point, or 146 vehicles. Ken Garff sold 63,606 new vehicles, down 9 percent. Otherwise, the top 10 spots on the list remained unchanged from the year prior. AutoNation Inc. and Penske Automotive Group Inc. continued as No. 1 and No. 2. Sonic Automotive Inc., Hendrick Automotive Group, Asbury Automotive Group Inc. and Staluppi Auto Group retained the same rankings as the previous year.

The top 10 groups together retailed 1,433,080 new vehicles in 2018, or 8.3 percent of the total U.S. light-vehicle market. That number also represented about 40 percent of the new vehicles retailed by the top 150 groups.

Prime Automotive Group, in Westwood, Mass., ended the year just shy of the top 10, taking the 11th slot. That was an increase of two places for Prime, which had gained 53 slots in 2017 to get to No. 13.

Some large dealership groups that may have qualified for the top 150 declined to respond to *Automotive News'* survey. They

Other big gainers on the list included Gee Automotive Cos., which moved up 18 spots, and Open Road Auto Group, Garber Management Group and Ciocca Dealerships, each of which moved up 13 slots.

Rapid expansion

Morgan Auto Group of Tampa, Fla., moved up 11 places to No. 24. Morgan's new-vehicle retail sales jumped by 35 percent last year, the highest percentage increase in sales of any retailer on the list. Morgan added eight dealerships in 2018.

In all, Morgan has rapidly expanded from 12 stores to 37 in five years, CEO Brett Morgan said. But he doesn't see the group continuing that rate of acquisition. And while the majority of the group's sales increase may have come from new stores, Morgan credited partnerships with vendors, new processes and a higher level of accountability for an additional 1,000 new-vehicle sales on a same-store level.

Desirable economics drove dealership merger-and-acquisition activity in 2018, according to Erin Kerrigan, managing director of Kerrigan Advisors in Irvine, Calif., which represents dealers selling their stores. Kerrigan Advisors counted 216 dealership buy-sell transactions in 2018, up from 202 in 2017 but down from 221 in 2016.

The biggest gainer, #1 Cochran Automotive, is unlikely to repeat its degree of improvement anytime soon, Rob Cochran said. He's more focused on internal gains than buying stores.

"I've never been one to [say] we want to be this big," Cochran said. "I really just want to see us get better. If you're not going to get better, why do it?" **AN**



Dealer Rob Cochran, right, celebrates an Audi grand opening event with Scott Keogh, then Audi of America president, #1 Cochran climbed the most on the top dealerships' list, helped by new stores.

included Berkshire Hathaway Automotive, a perennial top 10 placeholder under its former ownership, Van Tuyl Group. Automotive Management Services Inc., of West Palm Beach, Fla., which provides support to the sprawling group of dealerships owned by Terry Taylor, also did not participate. Six groups on the 2017 list did not respond for the 2018 list. Two of them — Reagor Dykes Auto Group and Momentum Auto Group — had financial and legal troubles erupt in 2018. Reagor Dykes, of Lubbock, Texas, formerly No. 131 on the list, is operating under Chapter 11 bankruptcy protection after being sued by Ford Motor Credit Co., which accused the dealership group of massive floorplan financing fraud. Momentum Auto Group, of Fairfield, Calif., No. 124 on the list in 2017, closed all of its stores after court battles began with floorplan lenders. Most stores have been placed under the direction of a court-appointed receiver, who is looking to sell the dealerships.

Ten of the top 150 groups were either new to the list or returned after an absence in 2017. The highest-ranking among those 10 were Ourisman Automotive Group, of Marlton Heights, Md., at No. 29 and Baxter Auto Group, of Omaha, Neb., at No. 33.

Melissa Burden contributed to this report.

10 largest gains in the rankings

	2017 rank	2018 rank	Rank change
1	#1 Cochran Automotive	93	71
2	Gee Automotive Cos.	70	52
3	Open Road Auto Group	54	41
3	Garber Dealerships	89	76
3	Ciocca Dealerships	120	107
6	Morgan Auto Group	35	24
6	Criswell Automotive	114	103
8	Sansone Auto Network	108	100
9	Safford Automotive Group	136	129
10	Napleton Automotive Group	26	20
10	Kahlig Auto Group	57	51
10	Sam Pack Auto Group	86	80
10	Don Davis Auto Group	145	139
10	Kunes County Auto Group	150	144

10 largest declines in the rankings

	2017 rank	2018 rank	Rank change
1	Dealership group	1	Dealership group
2	#1 Cochran Automotive	22	1
3	Ken Page Auto Group	18	2
3	Car Pros Automotive Group	13	3
3	Piercey Automotive Group	13	4
4	Train Automotive Team	13	5
5	Bergstrom Automotive	11	5
5	Gunn Automotive Group	103	5
5	Continental Motors Group	7	5
8	Potamkin Automotive Group Inc.	20	6
8	Rusnak Auto Group	51	6
10	McCombs Automotive	80	6
10	Publicly held	139	6
10	McCombs Automotive	144	6

Top 10 average new retail units per dealership

	Dealership group	Average new retail units per dealership	Total number of dealerships
1	Bonmin Auto Group	3,441	3
2	Galpin Motors Inc.	3,303	7
3	Piercey Automotive Group	2,963	5
4	Cavender Auto Family	2,955	3
4	David Wilson Automotive Group†	2,841	16
5	World Class Automotive Group	2,580	6
6	FRL Automotive	2,403	3
7	Keyes Automotive Group	2,303	15
8	John Elway Dealerships	2,280	6
9	Jim Koons Automotive Cos.	2,216	17

†Includes data for dealerships outside the U.S.

Top 10 number of dealerships

	Dealership group	Average number of dealerships	Total number of dealerships
1	Penske Automotive Group Inc.†‡	1	280
2	AutoNation Inc.†	2	244
3	Group 1 Automotive Inc.†‡	3	183
4	Lithia Motors Inc.†	4	181
5	Sonic Automotive Inc.†	5	104
6	Hendrick Automotive Group	6	96
7	Asbury Automotive Group, Inc.†	7	83
8	Larry H. Miller Dealerships	8	63
9	Prime Automotive Group	9	57
10	Greenway Automotive†	10	55

†Publicly held

‡Includes data for dealerships outside the U.S.

Top 10 number of dealerships added

	Dealership group	Number of dealerships in 2018	Number of dealerships in 2017	Number of dealerships added
1	Lithia Motors Inc.†	181	169	12
2	Group 1 Automotive Inc.†‡	183	173	10
2	Island Auto Group	38	28	10
4	Morgan Auto Group	37	29	8
5	Garber Management Group	51	44	7
6	Byers Automotive Group	15	9	6
6	Napleton Automotive Group	48	42	6
8	RML Automotive	35	30	5
8	Zeigler Auto Group	28	23	5
10	Serra Automotive Inc.	43	39	4

†Publicly held

‡Includes data for dealerships outside the U.S.

Top 10 average revenue per dealership

	Dealership group	Average revenue per dealership	Total number of dealerships
1	Cavender Auto Family	\$216,915,475	3
2	World Class Automotive Group	\$191,265,594	6
3	Braman Dealerships	\$181,197,328	11
4	Sam Pack Auto Group	\$172,570,575	6
5	Galpin Motors Inc.	\$169,045,592	7
6	Bonmin Auto Group	\$167,503,148	3
7	Bommarito Automotive Group	\$151,826,499	17
8	David Wilson Automotive Group†	\$138,893,508	16
9	Courtesy Automotive Group	\$137,162,816	4
10	Jim Koons Automotive Cos.	\$136,178,453	17

†Includes data for dealerships outside the U.S.

Top 150 dealership groups based in the U.S. - ranked on 2018 new-vehicle retail sales units

2018 rank	Dealership group	Address	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total number of dealerships	Total group revenue all departments*	2017 rank
1	AutoNation Inc.† (954) 769-7000; autonation.com	200 S.W. 1st Ave. Fort Lauderdale, FL 33301	310,839	237,722	2,901	62,014	613,476	244	\$21,412,800,000 1
2	Penske Automotive Group Inc.†‡ (248) 648-2500; penskeautomotive.com	2555 Telegraph Road Bloomfield Hills, MI 48302	236,000	282,500	3,700	121,900	644,100	280	\$22,784,906,000 2
3	Lithia Motors Inc.† (541) 776-6401; lithia.com	150 N. Bartlett St. Medford, OR 97501	184,601	151,234	3,852	50,860	390,547	181	\$11,821,352,215 4
4	Group 1 Automotive Inc.†‡ (713) 647-5700; group1auto.com	800 Gessner, Ste. 500 Houston, TX 77024	170,517	147,999	—	53,887	372,403	183	\$11,601,358,000 3
5	Sonic Automotive Inc.† (704) 566-2400; sonicautomotive.com	4401 Colwick Road Charlotte, NC 28211	122,717	139,605	—	34,167	296,489	104	\$9,951,630,000 5
6	Hendrick Automotive Group (704) 568-5550; hendrickauto.com	6000 Monroe Road Charlotte, NC 28212	111,845	94,248	26,082	51,723	283,898	96	\$9,506,817,123 6
7	Ashbury Automotive Group Inc.† (770) 418-8200; ashburyauto.com	2905 Premiere Pkwy., Ste. 300 Duluth, GA 30097	105,275	82,377	—	—	187,652	83	\$6,874,400,000 7
8	Larry H. Miller Dealerships (801) 304-4900; lhmauto.com	9950 S. 150 E., Ste. 500 Sandy, UT 84070	68,548	53,753	3,049	57,356	182,706	63	\$5,340,217,239 9
9	Ken Garff Automotive Group (801) 257-3400; kengarff.com	111 E. Broadway, Ste. 900 Salt Lake City, UT 84111	63,606	42,444	10,198	24,106	140,354	50	\$4,643,671,730 8
10	Staluppi Auto Group (561) 844-7148; atlanticautogroup.net	133 U.S. Hwy. One North Palm Beach, FL 33408	59,132	23,489	1,716	16,123	100,460	41	\$2,952,226,657 10
11	Prime Automotive Group (617) 469-1000; driveprime.com	375 Providence Hwy. Westwood, MA 02090	45,665	33,962	1,345	27,043	108,015	57	\$3,293,863,300 13
12	David Wilson Automotive Group† (714) 516-3111; wilsonautomotivegroup.net	1400 N. Tustin Orange, CA 92867	45,449	17,663	—	10,618	73,730	16	\$2,222,206,122 12
13	Greenway Automotive† (407) 275-3200; greenway.com	9001 E. Colonial Drive Orlando, FL 32817	40,822	32,421	—	15,133	88,376	55	\$2,229,857,473 11
14	Jim Koons Automotive Cos. (703) 448-7000; koons.com	2000 Chain Bridge Road Vienna, VA 22182	37,671	23,825	—	12,922	74,418	17	\$2,315,033,703 17
15	Victory Automotive Group (734) 495-3500; victoryautomotivewgroup.com	46352 Michigan Ave. Canton, MI 48188	37,093	19,718	—	15,373	72,184	42	\$1,864,567,546 15
16	Suburban Collection (248) 519-9700; suburbancollection.com	1795 Mapletawn Troy, MI 48084	35,804	23,228	4,835	7,096	70,963	45	\$2,619,738,317 14
17	Servo Pacific Inc.† (808) 564-1300; servco.com	P.O. Box 23088 Honolulu, HI 96803	35,406	13,993	1,767	7,578	58,744	27	\$1,630,502,000 20
18	Earnhardt Auto Centers (480) 893-0000; earnhardt.com	7300 W. Orchid Lane Chandler, AZ 85226	35,134	17,933	—	13,031	66,098	24	\$1,696,748,895 21
19	Keyes Automotive Group (818) 907-4456; keyescars.com	5855 Van Nuys Blvd. Van Nuys, CA 91401	34,542	15,597	—	6,957	57,096	15	\$2,024,556,923 16
20	Napleton Automotive Group (630) 530-3935; ennapleton.com	One Oakbrook Terrace, Ste. 600 Oakbrook Terrace, IL 60181	32,451	26,975	8,155	15,975	83,556	48	\$2,366,563,822 26
21	Herb Chambers Cos. (617) 666-8333; herbchambers.com	259 McGrath Hwy. Somerville, MA 02143	32,304	23,563	—	40,103	95,975	52	\$2,637,119,886 19
22	Gantley Auto Group (440) 584-8200; gantleyauto.com	8748 Brecksville Road, Ste. 210 Brecksville, OH 44141	31,887	20,296	9	13,367	65,559	36	\$1,761,425,855 25
23	Holman Automotive Group Inc. (856) 663-5200; holmanauto.com	4001 Leaderhill Road Mount Laurel, NJ 08054	31,337	28,147	1,112	13,328	73,924	33	\$3,081,877,736 18
24	Morgan Auto Group (813) 434-1982; morganautogroup.com	3031 N. Rocky Point Dr. W., Ste. 770 Tampa, FL 33607	31,178	25,066	—	17,795	74,039	37	\$1,987,639,860 35
25	West-Terr Automotive Group Inc. (716) 926-7052; westterr.com	3552 Southwestern Blvd. Orchard Park, NY 14127	29,272	22,094	382	23,518	75,266	22	\$2,062,315,796 22

*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments. May also include revenue from affiliated operations, such as rentals, or commercial-vehicle or non-auto dealerships.

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†Figures included data for dealerships outside the U.S.

‡Publicly held

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2018 rank	Dealership group	Address	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total number of dealerships	Total Group revenue all departments*	2017 rank
26	Serra Automotive Inc. (810) 936-2730; serrausa.com	102 Silver Lake Road Fenton, MI 48430	28,636	26,835	9	6,335	61,815	\$1,786,006,971	23
27	Findlay Automotive Group (702) 558-8888; findlayauto.com	310 N. Gibson Road Henderson, NV 89014	28,136	17,513	238	11,484	57,371	\$1,866,353,742	27
28	RML Automotive (469) 671-0730; rmlauto.com	1547 S. Stemmons Fwy. Lewisville, TX 75667	27,396	19,531	-	14,908	61,835	\$1,810,091,695	28
29	Ourisman Automotive Group (301) 423-4000; ourisman.com	4400 Branch Ave. Marlton Heights, MD 20748	26,856	20,151	410	8,594	56,011	\$1,456,662,988	-
30	McLarty Automotive† (501) 371-3830; mclartyautogroup.com	425 W. Capitol Ave. Little Rock, AR 72201	25,449	28,450	-	-	53,899	\$1,458,349,211	24
31	Mac Haik Auto Group (713) 932-5000; machaik.com	10333 Katy Fwy. Houston, TX 77024	25,077	18,368	3,085	8,150	54,680	\$1,909,355,906	30
32	Sheehy Auto Stores (703) 802-3480; sheehy.com	12701 Fair Lakes Circle, Ste. 250 Fairfax, VA 22033	23,772	20,383	1,438	7,916	53,509	\$1,491,527,000	29
33	Baxter Auto Group (402) 493-7800; baxterauto.com	17950 Burt St. Omaha, NE 68118	23,417	17,452	246	10,594	51,709	\$1,580,114,166	-
34	Galpin Motors Inc. (818) 787-3800; galpin.com	15505 Roscoe Blvd. North Hills, CA 91343	22,920	13,544	-	8,617	45,081	\$1,993,170,603	37
35	Braman Dealerships (305) 576-1889; bramanmiami.com	2060 Biscayne Blvd. Miami, FL 33137	22,807	20,870	23,128	7,961	74,766	\$2,366,471,406	34
36	RFJ Auto Partners Holdings Inc. (469) 326-9300; rfjauto.com	500 N. Central Expressway, Ste. 320 Plano, TX 75074	22,687	25,053	746	7,365	55,851	\$1,484,250,834	40
37	Performance Automotive Network (513) 870-5000; shopperformance.com	5726 Dixie Hwy. Fairfield, OH 45014	21,983	14,109	2,018	8,285	46,395	\$2,355,163,319	33
38	Fletcher Jones Automotive Group (702) 739-9800; fletcherjones.com	7300 W. Sahara Ave. Las Vegas, NV 89117	21,944	18,428	-	-	40,372	\$1,053,344,069	39
39	Rick Case Automotive Group (954) 377-7400; rickcase.com	14500 W. Sunrise Blvd. Sunrise, FL 33323	Rick Case chairman & CEO	16,296	962	8,678	47,678	\$1,378,734,663	41
40	Jeff Wyler Automotive Family Inc. (513) 752-7450; wyler.com	401 Milford Pkwy., Ste. A Milford, OH 45150	Jeffrey Wyler chairman & CEO	21,742	16,296	962	8,678	\$1,145,978,257	31
41	Open Road Auto Group (732) 650-1550; openroad.com	400 U.S. Hwy. 22 Bridgewater, NJ 08807	W. Rodman Ryan CEO	21,421	11,530	-	3,028	\$1,647,667,935	54
42	DARCARS Automotive Group (301) 625-5700; darcars.com	7550 Wisconsin Ave., 6th Floor Bethesda, MD 20814	John Darvish president & CEO	21,416	12,658	-	9,127	\$1,327,850,406	38
43	Potamkin Automotive Group Inc. (305) 779-4061; potamkin.com	5800 N.W. 171st Miami Lakes, FL 33105	Alan & Robert Potamkin co-chairmen	21,219	9,161	-	6,839	\$37,219	19
44	Priority Auto Group (757) 366-5000; priorityauto.com	1800 Greenbrier Pkwy. Chesapeake, VA 23320	Dennis Ellmer CEO	20,127	13,687	-	6,452	40,266	21
45	Ray Catena Motor Car Corp. (732) 549-6600; raycatena.com	910 Route One Edison, NJ 08817	Raymond Catena owner	19,848	7,118	-	4,015	30,981	16
46	Summit Automotive Partners (303) 209-3965; summit-ap.com	10301 E. Arapahoe Road, Ste. 200 Centennial, CO 80112	William Carmichael president & CEO	19,834	13,982	3,767	7,253	\$1,263,515,318	43
47	Chapman Automotive Group (480) 970-0740; chapmanchoice.com	P.O. Box 12375 Tempe, AZ 85284	John & Ted Chapman CEOs	19,595	26,447	614	8,660	\$55,316	26
48	Island Auto Group (718) 979-0934; islandautogroup.com	1580 Hyatt Blvd. Staten Island, NY 10305	Josh Aaronson, Ron Baron & Marcello Sciarri, owners	19,595	14,974	-	8,434	\$43,003	38
49	Premier Automotive (504) 940-0000; premierautomotive.com	13040 I-10 Service Road New Orleans, LA 70128	Troy Duhon owner	19,061	17,793	536	5,840	\$43,230	19
50	Keating Auto Group (361) 485-0569; keatingcareers.com	5602 N. Navarro Victoria, TX 77904	Ben Keating president	19,007	8,915	-	7,334	\$35,256	16

*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments. May also include revenue from affiliated operations, such as rentals, or commercial-vehicle or non-auto dealerships.

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2018 rank	Dealership group	Address	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total number of dealerships	Total Group revenue all departments*	2017 rank
51	Kahlig Auto Group (210) 426-3350; kahligauto.com	9207 San Pedro San Antonio, TX 78216	18,921	15,878	533	-	35,332	14	\$1,558,010,000 57
52	Gee Automotive Cos. (866) 640-8859; geeautomotive.com	21502 E. George Gee Ave. Liberty Lake, WA 99019	18,888	14,686	869	9,008	43,451	24	\$1,340,309,133 70
53	Bob Rohrman Auto Group (765) 448-1000; rohrman.com	3900 South St. Lafayette, IN 47905	18,776	14,846	-	5,943	39,565	27	\$1,099,404,198 51
54	Sullivan Automotive Group (310) 829-1888; lacarguy.com	2440 Santa Monica Blvd. Santa Monica, CA 90404	18,739	7,952	186	2,318	29,195	11	\$1,019,603,609 46
55	Lia Auto Group (518) 489-2111; liacars.com	1258 Central Ave. Albany, NY 12205	18,333	10,682	-	10,104	39,119	21	\$984,237,948 48
56	Walser Automotive Group (952) 929-3535; walser.com	7700 France Ave. S. Edina, MN 55435	17,745	19,914	-	9,012	46,671	25	\$1,331,473,166 53
57	Lafontaine Automotive Group (248) 887-4747; thefamilydeal.com	4000 W. Highland Road Highland, MI 48357	16,909	9,143	431	5,052	31,535	17	\$1,007,844,649 61
58	Zeigler Auto Group (269) 488-2271; zeigler.com	4201 Stadium Drive Kalamazoo, MI 49008	16,851	16,619	-	6,059	39,529	28	\$1,214,451,621 62
59	Piazza Auto Group (610) 630-7911; piazzaautogroup.com	401 S. Schuykill Ave. Norristown, PA 19403	16,191	10,521	58	7,456	34,226	22	\$1,000,957,389 60
60	Tuttle-Click Automotive Group (949) 598-4800; tuttlecklick.com	41 Auto Center Drive Irvine, CA 92618	15,901	7,172	1,236	5,873	30,182	16	\$956,329,695 55
61	Balise Motor Sales Co. (413) 733-8604; balisemotor.com	122 Doty Circle West Springfield, MA 01089	15,839	17,230	346	7,934	41,349	26	\$1,047,707,716 58
62	John Eagle Auto Group (214) 357-0461; johneagle.com	P.O. Box 7007 Dallas, TX 75209	15,822	11,981	-	5,870	33,673	13	\$1,163,715,264 59
63	Cardinale Group (831) 383-5319; cardinale-group.com	3239 Imjin Road Marina, CA 93933	15,599	26,068	-	4,718	46,385	22	\$1,120,828,835 -
64	World Class Automotive Group (214) 560-1602; redhastit.com	P.O. Box 1047 Addison, TX 75001	15,478	7,418	1,233	5,571	29,700	6	\$1,147,533,565 64
65	Gettel Automotive (941) 921-2655; gettel.com	5959 E. SF 64 Bradenton, FL 34208	15,259	10,891	32	8,664	34,846	16	\$941,384,059 68
66	Ken Page Auto Group (954) 509-3260	9400 W. Atlantic Blvd. Coral Springs, FL 33071	15,062	6,299	689	5,806	27,856	13	\$714,575,417 36
67	Anderson Automotive Group (919) 787-0099; andersonautomotivedgroup.com	9101 Glenwood Ave. Raleigh, NC 27617	14,960	11,877	-	6,371	33,208	11	\$852,700,499 66
68	Pierrey Automotive Group (949) 369-6000; pierceyautogroup.com	16901 Millikan Ave. Irvine, CA 92606	14,813	5,395	-	2,756	22,964	5	\$637,192,422 49
69	Rosatti/Piazza Auto Group (718) 253-8400; plazaautomall.com	2740 Nostrand Ave. Brooklyn, NY 11210	14,585	2,762	-	3,194	20,541	8	\$517,813,552 65
70	Bonmarito Automotive Group (636) 391-7200; bonmarito.com	15736 Manchester Road Ellisville, MO 63011	14,483	11,494	45,639	4,934	76,550	17	\$2,581,050,490 69
71	#1 Cochran Automotive (877) 262-4726; cochran.com	4520 William Penn Hwy. Monroeville, PA 15146	14,001	10,106	-	6,221	30,328	23	\$838,838,057 93
72	Chapman Auto Group (267) 960-1700; chapmanautogroup.com	1170 Easton Road Horsham, PA 19044	13,990	4,547	-	2,014	20,551	9	\$627,450,812 71
73	Curry Automotive (914) 725-3500; curriyauto.com	727 Central Ave. Scarsdale, NY 10583	13,719	6,562	-	4,506	24,787	11	\$733,375,167 75
74	Feldman Automotive Group (248) 573-0321; feldmanautomotive.com	30400 Lyon Center Drive E. New Hudson, MI 48165	13,712	9,523	-	4,018	27,253	10	\$918,250,000 -
75	John Elway Dealerships (602) 381-6594; elwaydealers.com	2425 E. Camelback Road, Ste. 1155 Phoenix, AZ 85016	13,679	5,641	1,147	4,273	24,740	6	\$782,750,414 72

*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments. May also include revenue from affiliated operations, such as rentals, or commercial-vehicle or non-auto dealerships.

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Top 150 dealership groups based in the U.S. - ranked on 2018 new-vehicle retail sales units

2018 rank	Dealership group	Address	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total number of dealerships	Total Group revenue all departments*	2017 rank
76	Gilman Management Group (989) 790-9090; gilberauto.com	999 S. Washington Ave. Saginaw, MI 48601	13,446	23,265	3,265	10,876	50,852	51	\$1,173,005,460 89
77	Gilman Cos. (713) 776-7000; gilmanauto.com	10595 W. Sam Houston Pkwy. S. Houston, TX 77099	13,425	9,537	—	2,700	25,662	10	\$711,667,101 73
78	McCombs Automotive (210) 821-6523; redmccombs.com	755 E. Mulberry Ave., Ste. 600 San Antonio, TX 78212	13,385	11,494	89	5,617	30,585	9	\$917,039,000 67
79	Kenwood Dealer Group Inc. (513) 683-5484; cincyautos.com	4780 Socialville Foster Road Mason, OH 45040	13,208	13,606	—	—	26,814	17	\$797,364,680 79
80	Sam Pack Auto Group (888) 478-0654; sampaack.com	2070 Diplomat Drive Farmers Branch, TX 75234	13,056	7,866	5,339	3,619	29,880	6	\$1,035,423,448 86
81	Wilde Automotive Group (262) 513-2770; wildeauto.com	1710 A Hwy. 164 Waukesha, WI 53186	12,910	14,754	—	6,503	34,167	8	\$888,149,870 77
82	Ferman Automotive Group (813) 251-2765; ferman.com	1306 W. Kennedy Blvd. Tampa, FL 33606	12,907	11,534	1,250	5,762	31,453	21	\$918,791,000 83
83	Fox Motors (616) 774-4044; foxmotors.com	200 Ottawa Ave., Ste. 800 Grand Rapids, MI 49503	12,861	12,425	814	3,780	29,880	28	\$915,259,745 80
84	Car Pros Automotive Group (253) 681-6376; carpros.com	181 S. 333rd St., Ste. 210 Federal Way, WA 98003	12,272	5,556	—	4,207	22,035	12	\$525,911,899 56
85	Colonial Automotive Group (781) 431-9790; buycolonial.com	171 Great Road Acton, MA 01720	12,245	7,290	545	6,111	26,191	16	\$748,000,507 87
86	Rusnak Auto Group (626) 449-0770; rusnakonline.com	267-337 W. Colorado Blvd. Pasadena, CA 91105	12,085	4,926	—	2,149	19,160	13	\$1,107,401,252 74
87	Rosenthal Automotive Organization (703) 553-4300; rosenthalauto.com	1902 Association Drive Reston, VA 20191	11,876	9,865	—	—	21,741	11	\$941,197,465 82
88	Fitzgerald Auto Malls (301) 881-4000; fitzmall.com	11411 Rockville Pike Rockville, MD 20852	11,748	9,604	292	3,493	25,137	19	\$719,147,000 78
89	Bergstrom Automotive (920) 725-4444; bergstromauto.com	One Neenah Center Neenah, WI 54956	11,746	12,049	702	7,583	32,080	31	\$1,015,691,247 76
90	Reddman-Toll Auto World (215) 757-4961; reddmantoll.com	1700 E. Lincoln Hwy. Langhorne, PA 19047	11,351	5,627	—	4,395	21,373	7	\$616,631,623 84
91	Ancira Enterprises (210) 558-5324; ancira.com	10855 IH 10 W. San Antonio, TX 78230	11,270	5,632	5,749	4,213	26,864	13	\$830,332,022 91
92	Kelly Automotive Group (978) 774-1000; kellyauto.com	155 Andover St., Rte. 114 Danvers, MA 01923	11,139	4,784	—	4,847	20,770	10	\$563,332,166 94
93	Boucher Group Inc. (414) 427-4141; boucher.com	4141 S. 108th St., Greenfield, WI 53228	10,912	11,366	565	6,394	29,237	17	\$819,372,000 85
94	Future Automotive Group (916) 786-3673; futureautomotivegroup.com	650 Auto Mall Drive Roseville, CA 95661	10,555	7,167	1,375	5,660	24,757	8	\$795,014,685 88
95	Bonmin Auto Group (305) 235-8200; bonminchevrolet.com	11701 S.W. 152 St. Miami, FL 33177	10,322	5,497	62	1,472	17,353	3	\$502,509,443 -
96	Mullinax Automotive (407) 889-7600; mullinaxford.com	1551 E. Semoran Apopka, FL 32703	10,313	14,629	944	4,204	30,090	7	\$840,488,256 98
97	Price Simms Auto Group (415) 808-4800; pricesimmsinc.com	135 E. Sir Francis Drake Blvd. Larkspur, CA 94939	10,244	7,588	426	2,410	20,668	13	\$749,853,857 100
98	Ed Morse Automotive Group (800) 336-6773; edmore.com	2850 S. Federal Hwy. Delray Beach, FL 33483	9,899	5,781	12,485	4,198	32,363	15	\$1,106,859,155 96
99	Morr's Automotive Group (952) 544-0316; morries.com	12520 Wayzata Blvd. Minnetonka, MN 55305	9,741	15,316	—	—	25,057	15	\$820,440,000 97
100	Sansone Auto Network (732) 587-1100; sansoneauto.com	90-100 Route 1 N. Avenel, NJ 07001	9,337	2,734	—	1,720	13,791	6	\$386,171,171 108

*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments. May also include revenue from affiliated operations, such as rentals, or commercial-vehicle or non-auto dealerships.

Top 150 dealership groups based in the U.S. - ranked on 2018 new-vehicle retail sales units

2018 rank	Dealership group	Address	Total executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total number of dealerships	Total group revenue all departments*	2017 rank	
101	Huffines Auto Dealerships (972) 867-6000; huffines.net	4500 W. Piano Pkwy. Plano, TX 75093	S. Ray Huffines owner & CEO	9,313	6,349	805	4,398	20,865	15	\$648,608,272	92
102	Phil Smith Automotive Group (954) 867-1234; philsmithauto.com	4250 N. Federal Hwy. Lighthouse Point, FL 33064	Michael Dayhoff president & CEO	9,279	5,776	64	3,886	19,005	19	\$577,738,059	95
103	Criswell Automotive (301) 948-0880; criswellauto.com	503 Quince Orchard Road Gaithersburg, MD 20878	Harry Criswell III dealer	9,251	3,463	323	2,272	15,309	11	\$529,776,826	114
104	Fletcher Auto Group (501) 352-3954; fletcherauto.com	808 Silverwood Trail North Little Rock, AR 72116	Frank Fletcher CEO	9,103	7,089	—	6,148	22,340	23	\$574,783,369	104
105	Phil Long Dealerships (719) 575-7000; phillong.com	1212 A Motor City Drive Colorado Springs, CO 80905	Gerald Cimino CEO	9,020	9,069	974	6,237	25,300	20	\$813,632,234	101
106	Hertich Family of Auto Dealerships (302) 629-5100; hertichs.com	26905 Sussex Hwy. Seaford, DE 19973	Frederick Hertich III president	8,876	8,090	3,212	6,771	26,949	23	\$825,324,925	110
107	Ciocca Dealerships (215) 529-7534; cioccadearlerships.com	750 S. West End Blvd. Quakertown, PA 18951	Gregg R. Ciocca CEO	8,873	7,794	526	3,916	21,109	14	\$657,169,313	120
108	Cavender Auto Family (210) 681-6601; cavenderauto.com	5730 N.W. Loop 410 San Antonio, TX 78238	Stephen & Rick Cavender dealers	8,865	8,252	910	3,943	21,970	3	\$650,746,426	—
109	Lou Fusz Automotive Network Inc. (314) 994-1500; fusz.com	925 N. Lindbergh Blvd. St. Louis, MO 63141	Randy Fusz president	8,793	7,855	1,429	4,570	22,647	11	\$604,490,871	99
110	Blaise Alexander Family Dealerships (570) 546-4925; blaisalexander.com	10 Alexander Drive Muncy, PA 17756	Blaise Alexander owner & president	8,723	9,736	—	6,924	25,383	18	\$647,670,784	103
111	Bivers Automotive Group (614) 228-5111; biversauto.com	427 S. Hamilton Road Columbus, OH 43213	George Byers chairman	8,675	7,296	1,279	5,604	22,854	15	\$642,534,257	109
112	Carter Myers Automotive (434) 220-8815; cmacars.com	100 Myers Drive Charlotteville, VA 22901	Liza Borches president & CEO	8,564	4,995	—	3,911	17,470	13	\$465,890,121	106
113	Romanio Auto Dealerships (315) 637-4491; romanioscars.com	5431 N. Burdick St. Fayetteville, NY 13066	Michael J. & Joseph J. Romano co-owners	8,562	3,243	—	4,536	16,341	7	\$441,856,639	115
114	AutoFair Automotive Group (603) 634-1000; autofair.com	1477 S. Willow St. Manchester, NH 03103	H. Andy Crews president & CEO	8,556	7,725	—	4,933	21,214	8	\$501,902,000	118
115	Gunn Automotive Group (210) 472-2501; gunnauto.com	227 Broadway San Antonio, TX 78205	Sean Gunn CEO	8,502	6,906	2,213	3,559	21,180	6	\$616,510,252	102
116	Holler Classic Automotive Group (407) 645-1331; hollerclassic.com	P.O. Box 1120 Winter Park, FL 32790	Judi Holler president	8,390	8,271	—	7,110	23,771	8	\$486,234,835	112
117	Headquarter Automotive (305) 423-4616; headquarterauto.com	5895 N.W. 167th St. Miami, FL 33015	Jeronimo M. Esteve CEO	8,378	3,175	—	2,748	14,301	4	\$355,900,542	117
118	Continental Motors Group (331) 281-0339; continentalmotors.com	460 Fort Hill Drive Naperville, IL 60540	John Weinberger CEO	8,271	5,493	—	2,550	16,314	8	\$547,307,967	105
119	Serra Automotive Group (205) 836-6775; serrautomotive.com	9709 Parkway E., Ste. D Birmingham, AL 35215	Anthony Serra CEO	8,249	6,315	—	3,770	18,334	24	\$459,037,919	111
120	Richardson & Partners (505) 292-0000; rich-pord.com	8601 Lomas Blvd. N.E. Albuquerque, NM 87112	Kevin Blewett president	8,190	5,546	1,291	3,851	18,878	7	\$614,830,519	122
121	Bobby Rahal Automotive Group (717) 691-5600; bobbyrahal.com	6715 Carlisle Pike Mechanicsburg, PA 17050	Ron Ferris CEO	7,785	7,281	691	5,080	20,837	10	\$732,939,889	119
122	Bob Moore Auto Group (405) 605-2363; bobmoore.com	P.O. Box 3206 Oklahoma City, OK 73102	Mark Moore CEO	7,739	10,856	879	3,491	22,965	15	\$814,586,336	125
123	Crain Automotive Team (501) 542-5000; crainteam.com	5880 Wadley Road Sherwood, AR 72120	Larry Crain Sr. chairman	7,634	9,073	405	6,613	23,725	18	\$710,203,486	107
124	Bowers Automotive Group (423) 664-5790; bowersag.com	2146 Chapman Road Chattanooga, TN 37421	Bradley Cobb president	7,588	6,387	102	3,078	17,155	11	\$432,980,389	—
125	Russ Darrow Group Inc. (262) 250-9600; russdarrow.com	W133 N8569 Executive Pkwy. Menomonee Falls, WI 53051	Russell Darrow Jr. chairman & CEO	7,583	12,301	—	4,126	24,010	23	\$620,753,440	123

*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments. May also include revenue from affiliated operations, such as rentals, or commercial-vehicle or non-auto dealerships.

Top 150 dealership groups based in the U.S. - ranked on 2018 new-vehicle retail sales units

2018 rank	Dealership group	Address	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total number of dealerships	Total group revenue all departments*	2017 rank
126	World Auto Group (973) 442-0500; denvillenissan.com	3057 Rte. 10 E. Denville, NJ 07834	7,581	2,251	-	5,877	15,709	10	\$460,733,998 121
127	FRL Automotive (305) 652-6500; toyotaofnorthmiami.com	16600 N.W. 2nd Ave. Miami, FL 33169	Eric Friedman president	7,209	2,955	-	1,773	11,937	3 \$322,071,351 130
128	Yark Automotive Group Inc. (419) 841-7771; yarkauto.com	6019 W. Central Ave. Toledo, OH 43615	John Yark president	7,097	6,198	-	1,470	14,765	9 \$446,720,699 128
129	Safford Automotive Group (703) 866-1700; saffordauto.com	7611 Loistdale Road Springfield, VA 22150	James Gramm president	6,905	4,389	2	3,961	15,257	11 \$475,249,155 136
130	Betten Baker Auto Group (231) 759-5875; bettenbaker.com	2501 Henry St. Muskegon, MI 49441	Chris Baker president	6,839	9,438	-	2,632	18,909	19 \$504,805,569 -
131	Gilchrist Automotive (817) 596-5700; gilchristautomotive.com	30000 Fort Worth Hwy. Weatherford, TX 76087	Charlie Gilchrist CEO	6,833	4,660	1,016	3,391	15,900	12 \$535,771,172 -
132	Murgado Automotive Group (305) 856-3000; brickellmotors.com	665 S.W. 8 St. Miami, FL 33130	Mario Murgado president & CEO	6,634	2,758	-	2,459	11,851	8 \$390,750,167 135
133	Noarus Auto Group (310) 258-0920; norarus.com	9670 Trask Ave. Garden Grove, CA 92844	Norris Bishon Jr. president	6,591	3,183	-	1,615	11,389	4 \$327,974,755 129
134	AutoFocus Inc. (408) 819-0460; capitoltoyota.com	2800 W. March Lane, Ste. 430 Stockton, CA 95219	Jerry Brasfield CEO	6,423	2,606	-	1,085	10,114	7 \$298,618,031 137
135	JG Auto Group (210) 829-1800	153 Treeline Park, Ste. 300 San Antonio, TX 78209	Jack Guenther Jr. president	6,297	5,202	-	-	11,499	7 \$475,806,476 127
136	Martin Management Group (270) 783-8080; martingroup.com	1048 Ashley St., Ste. 401 Bowling Green, KY 42103	Chadwick Martin president	6,251	2,810	-	2,055	11,116	13 \$287,889,452 138
137	Krause Auto Group (770) 649-5124; krausefamilyford.com	P.O. Box 1249 Alpharetta, GA 30009	Vernon Krause CEO	6,074	4,556	978	3,093	14,701	9 \$567,147,310 140
138	Stewart Management Group Inc. (313) 432-6200	20844 Harper Ave., Ste. 100 Harper Woods, MI 48225	Gordon Stewart president	5,970	3,468	333	2,040	11,811	9 \$330,516,622 133
139	Hitchcock Automotive Resources (626) 839-8401; hitchcockautomotive.com	1303 John Reed Court City of Industry, CA 91745	Frederick Hitchcock Jr. chairman & CEO	5,710	3,157	-	1,361	10,228	3 \$294,961,693 134
140	Dan Davis Auto Group (817) 588-5213; dondavisautogroup.com	2366 E. Road to Six Flags Arlington, TX 76011	Robert Howard president	5,621	4,260	-	3,004	12,885	3 \$360,141,131 145
141	Peterson Auto Group (208) 378-9000; petersoncars.com	9101 W. Fairview Ave. Boise, ID 83704	Brady Peterson president	5,619	4,091	-	1,877	11,587	5 \$410,032,639 141
142	Bob Baker Auto Group (619) 297-1001; bobbaker.com	5365 Car Country Drive Carlsbad, CA 92008	Chris Baker president & CEO	5,306	2,264	-	1,580	9,150	5 \$266,321,122 143
143	Ron Mahofer Auto Family (330) 688-6644; mahofer.com	3423 Darrow Road Stow, OH 44224	Ron Mahofer president	5,218	6,786	-	3,279	15,283	7 \$316,203,092 144
144	Voss Auto Network (937) 428-2422; vossauto.com	332 Congress Park Drive Centerville, OH 45459	John Voss president	5,199	4,952	-	1,704	11,855	8 \$332,828,430 147
145	Kunes Country Auto Group (262) 728-5544; kunesauto.com	1234 E. Geneva St. Delavan, WI 53115	Gregg Kunes president	5,194	8,807	-	6,705	20,706	16 \$505,989,545 150
146	Mello Company (916) 643-7300; niello.com	1481 River Park Drive Sacramento, CA 95815	Richard L. Nello Jr. president	5,084	6,633	-	2,057	13,774	12 \$633,232,685 146
147	Prestige Automotive Group (586) 773-2369; prestigeautomotive.com	20200 E. Nine Mile Road Saint Clair Shores, MI 48080	Gregory Jackson president & CEO	4,981	1,245	1,992	83	8,301	3 \$306,549,951 139
148	Courtesy Automotive Group (602) 279-3232; houseoffourtesy.com	1233 E. Camelback Phoenix, AZ 85014	William Grubell president	4,819	5,703	3,127	3,159	16,808	4 \$548,651,263 148
149	Principle Auto (210) 437-3977; principleauto.com	153 Treeline Park, Ste. 200 San Antonio, TX 78209	Abigail Kampmann CEO	3,619	6,867	-	1,894	12,380	7 \$447,049,094 149
150	Duval Motor Co.,† (904) 354-4000; duvaldealers.com	1725 Memorial Park Drive Jacksonville, FL 32204	Hampton Graham president & CEO	3,576	3,889	3,391	2,823	13,684	4 \$372,144,989 -

* Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments. May also include revenue from affiliated operations, such as rentals, or commercial-vehicle or non-auto dealerships.

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†Previously Scott-McRae Automotive Group



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2020 Top 150 Dealership Group List?

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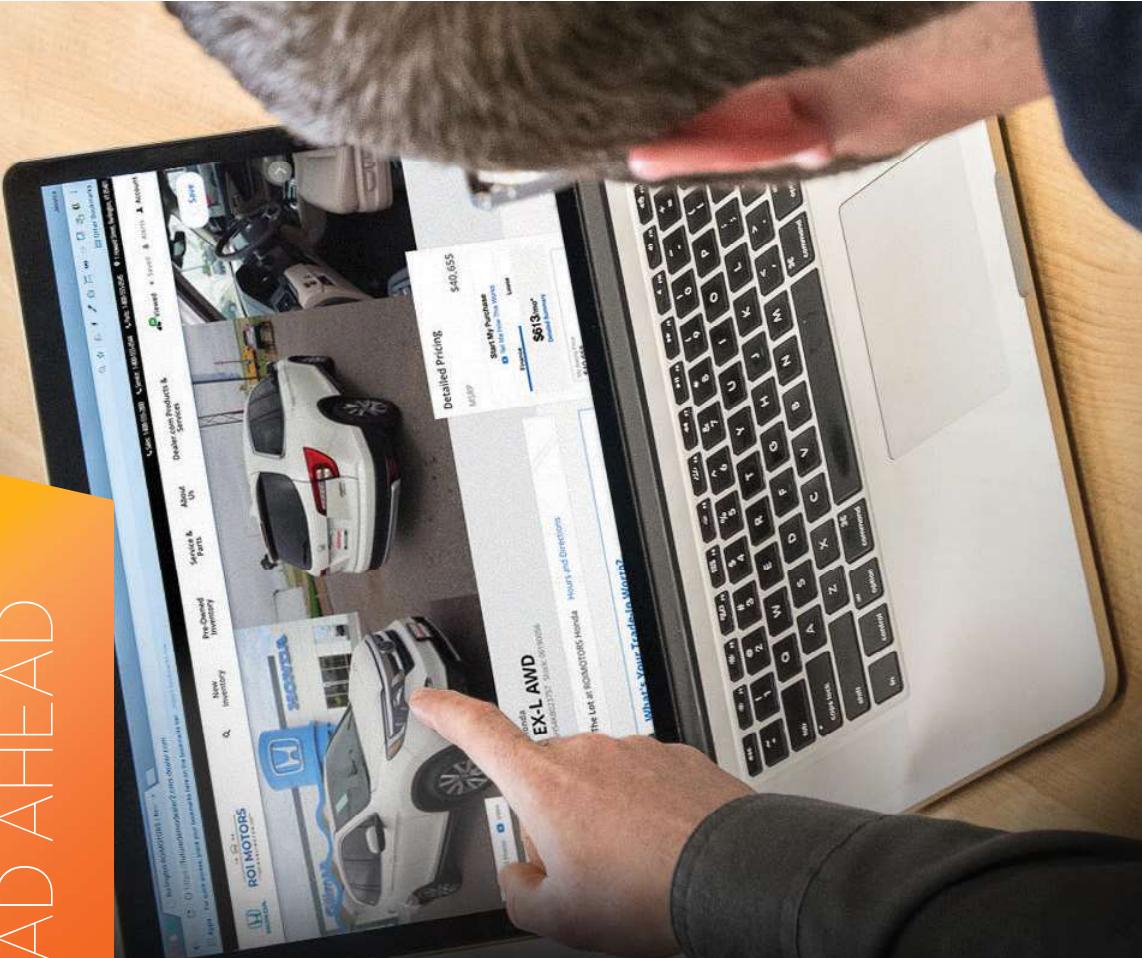
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